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Kernan Announces Cinergy/PSI-Commerce Partnership to Bring Scott Fulford to Region 7 Director's Job

INDIANAPOLIS – Thanks to an innovative partnership between Cinergy/PSI and the Indiana Department of Commerce, central Indiana will soon have another experienced voice in economic and community development.

Lt. Governor Joe Kernan today named Scott Fulford the Indiana Department of Commerce's Region 7 director. A longtime Cinergy/PSI employee, Fulford will remain employed by the company but will work with Commerce as a "loaned executive" through 2004.

"This is a tremendous commitment for Cinergy/PSI," said Kernan, who serves as the director of the Department of Commerce. "By loaning us Scott's time and talent, Cinergy/PSI is showing all of Indiana what type of corporate citizen it is. We are extremely grateful and are excited about working with Scott in this new role."

As the director of Region 7, Fulford will act as Commerce's representative in the field and will be responsible for the overall management of the regional office and delivery of agency services. Region 7 includes Boone, Hamilton, Hancock, Hendricks, Johnson, Madison, Marion, Morgan and Shelby counties.

Fulford, who will begin Feb. 24, replaces Tim Monger, who left his position as the director of Region 7 in Jan. to become Commerce's executive director.

"This is a once in a lifetime opportunity for me to help shape central Indiana's economy – and I simply couldn't pass it up," said Fulford. "I am excited about joining Lt. Governor Kernan's team at Commerce and appreciate Cinergy/PSI for making this possible."

Joining Cinergy/PSI in 1973, Fulford has worked for the company in a variety of capacities including customer relations manager for the Carmel and Noblesville district, manager of economic development marketing, and manager of a Southwestern Indiana territory.

Region 7 Director/ add 1

Fulford is a member of the International Economic Development Council and the Indiana Economic Development Association, which awarded him its Excellence in Leadership award in December 2001. Fulford graduated from Indiana University in 1973 and lives with his wife and six children in Plainfield.

"Our business is directly linked to the success of this state, and we have a long history of commitment to Indiana's economic development efforts," said Bob Hutchings, manger of economic development for Cinergy/PSI. "This is a natural partnership for us."

Cinergy/PSI is Indiana's largest electric supplier, serving more than 700,000 customers in portions of 69 of Indiana's 92 counties. Its economic development staff offers services such as site and building databases, international and national trade missions, community marketing grants and support for local economic development groups. Since 1988, the company helped generate \$12.3 billion in capital investment and more than 90,264 new jobs in Indiana.

Located in the Department of Commerce headquarters at One North Capitol in downtown Indianapolis, the Region 7 office will also be charged with developing and maintaining partnerships with regional business and community organizations and their leaders, collaborating with regional governments and local organizations on economic development projects, evaluating regional development needs and formulating a regional strategic plan. In addition to Fulford, the office will include a program manager and an administrative assistant.

Lt. Governor Kernan announced plans to modernize the Department of Commerce in July 2002 after more than a year and a half of research. Since then, Kernan has named regional directors and selected office locations in 11 other regions.

"This regional approach is a bold change to the way we attract and keep quality businesses," said Kernan. "It is arguably the biggest undertaking in the agency's history, and we're confident that it will pay off with more good jobs for Hoosiers."

For more information on the Indiana Department of Commerce, the new regional offices or its programs, contact Jeff Harris, media relations director, at 317.232.2464 or visit the Web site at www.indianacommerce.com.

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